

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 NEA-09 ISO-00 COME-00 SSO-00 /023 W

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O R 131425Z FEB 75

FM AMCONSUL JOHANNESBURG

TO SECSTATE WASHDC IMMEDIATE 3731

INFO AMEMBASSY NAIROBI

AMEMBASSY LAGOS

AMEMBASSY ACCRA

AMEMBASSY ABIDJAN

AMCONSUL CASABLANCA

AMEMBASSY ADDIS ABABA CFOUCH

AMEMBASSY PRETORIA

UNCLAS JOHANNESBURG 0185

C O R R E C T E D C O P Y - P A R A N B R F O U R

E.O. 11652: N/A

TAGS: EAIR, BTRA

SUBJECT: VISITS BY LOCKHEED AFRICAN REGIONAL SALES DIRECTOR

FROM RCAA WHITMAN

REF: STATE 032278

1. EAST AFRICAN AIRWAY CONTINUES TO HAVE FINANCIAL PROBLEMS WHICH PRECLUDES POSSIBILITY PURCHASE WIDE BODY IMMEDIATE FUTURE BUT DEFINITELY IN MARKET FOR ONE OR MORE THIS TYPE NEXT FIVE YEARS. CARRIER HAS AMBITIONS OPEN ROUTES TO JAPAN, HONG KONG ETC. BUT UNABLE DO SO UNTIL WIDE BODIES ACQUIRED. NO BILATERALS ON HORIZON WHICH COULD INFLUENCE PURCHASE NEW AIRCRAFT. RE L-100/C-130 ANY INTEREST KENYA THIS TYPE IS MILITARY AND NOT WITHIN RCAA COMPETENCE. A300B PRESENTLY NOT FACTOR.

2. SOUTH AFRICAN AIRWAYS EXPECTED TO MAKE PURCHASE DECISION ONE OR MORE WIDE-BODIES NEAR FUTURE TO AUGMENT INTERNAL SERVICE WITH A300B STRONG CONTENDER DUE FRENCH MILITARY SALES SOUTH AFRICA. ASH RE

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SULT SAG WILL PROBABLY SELECT AIRCRAFT NOT SAA. RE L-100/C-130

TOM NASH, LOCAL LOCKHEED HAS ALL ANSWERS S.A. MARKET THIS TIPE.
ANY CHANGES ROUTE STRUCTURE SAA CONTEMPLATED WILL NOT AFFECT WIDE
BODY REQUIREMENTS NOW WILL ANY BILATERALS ON HORIZON.

3. AIR AFRIQUE WILL ACCEPT DELIVERY SECOND DC-10 MID-1975
AND WILL BE IN MARKET FOR THIRD WIDE-BODY ON OR BEFORE 1980.
AGAIN L-100/C-130 MARKET MILITARY ONE. NEITHER ROUTE STRUCTURE
CHANGES NOR NEW BILATERALS WILL AFFECT CARRIER'S WIDE BODY
REQUIREMENTS. AT PRESENT A300B NOT FACTOR BUT COULD BE NEXT
FIVE YEAR DUE FRENCH INFLUENCE.

4. DUE EXTREMELY POOR CONDITION ECONOMY GHANA DOUBTFUL COUNTRY
COULD FINANCE PURCHASE WIDE BODY FORESEEABLE FUTURE, (ALTHOUGH
INTERESTED) NOR IS THERE SUFFICIENT TRAFFIC POTENTIAL JUSTIFY
OPERATION THIS TYPE THROUGH 1980 AT LEAST. RE L-100/C-130 AGAIN
MILITARY REQUIREMENT. NEITHER ROUTE OR BILATERAL CHANGES WOULD
AFFECT REQUIREMENT WIDE BODY. A300B DUE LIBERAL CREDIT TERMS
COMPETITIVE HERE.

5. NIGERIA HAS TRAFFIC POTENTIAL PURCHASE WIDE BODY AND CAN AFFORD
DO SO. ALSO HAS REQUIREMENT FOR 2-100/C-130 TYPE BUT AGAIN THIS
WITHIN COMPETENCE MILITARY. ANY CHANGES ROUTE STRUCTURE AND
BILATERALS WILL NOT AFFECT WIDE BODY REQUIREMENTS. A300B NOT
BELIEVED ANY INTEREST NIGERIA.
GUTHRIE

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